

## Message Text

UNCLASSIFIED

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46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 036857

R 211020Z MAR 75  
FM AMEMBASSY STOCKHOLM  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 4223  
AMEMBASSY COPENHAGEN  
AMEMBASSY HELSINKI  
AMEMBASSY OSLO

UNCLAS STOCKHOLM 1365

FOR BIC/OIM; EMBASSIES PASS CA'S AND AG OFFICES.

E.O. 11652: NA

TAGS: BEXP, SW

SUBJECT: HOTEL & RESTAURANT EQUIPMENT EXHIBITION. (HRI)

1. MR. BOSTROM OF TERNOFROST WILL TELEX KASON REGARDING FEE. SWEDISH COMPANY ALSO INTERESTED EXHIBITING FOR ARDCO, INC., CHICAGO, ILLINOIS. DISCUSSION WITH KASON COVERS INCLUSION ARDCO ON PA. DECISION WITHIN A FEW DAYS.

2. LINDENBAUM OF JUNO KOKSUTRUSTNINGAR WILL SIGN LOCAL PA NEXT WEEK FOR KEATING OF CHICAGO; SILITE; AND THREE ADDITIONAL PRINCIPALS.

3. ELECTROLUX INFORMED MR. RAMZY OF Keltic ON JANUARY 23 THAT THEY ARE NOT PARTICIPATING. TO STC DECISION APPEARS FINAL.

4. PA AND CHECK \$900 RECEIVED FROM DIXIECUP FOR AMERICA CAN COMPANY.

5. NEGATIVE BUT NOT DEFINITE REACTION BY AM FOR WHITNEY DUPLICATOR.

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6. VERBAL FROM ANDERS MELANDER AB FOR THE TONY

TEAM INC. - NOT PREVIOUSLY MENTIONED.

7. NCR DECLINES.

8. REFERENCE WASH 4099. STATUS REPORT INCLUDES PRECEDING PART THIS CABLE.

A) STC HAS THE FOLLOWING PA'S IN HAND: ALCO FOODSERVICE; AMERICAN CAN COMPANY; AQUA-MATIC SYSTEMS; BAKERS PRIDE; BOBRICH WASHROOM EQUIPMENT; C.A.M.E. (FOR FOUR POSSIBLY FIVE COMPANIES); CECILWARE FOOD AUTOMATION SERVICE; KROWN PRODUCTS/ENGINEERED CUSTOM PLASTICS (PA NOT SIGNED BY OIM); O.O. MALLEGG (STC UNCERTAIN FOR HOW MANY COMPANIES); PETERS & CO. INC. (CHECK BUT NO PA RECEIVED FROM SMITH & SCHMIDT LTD, LONDON. THIS LEAD IS THE SAME AS DYNA INTERNATIONAL IN OIM CABLES); H.D. SHELDON (PA CONTINUATION SHEET MISSING); SWEETHEART PLASTICS; T & S BRASS & BRONZE. THIS MAKES A TOTAL OF FOURTEEN RECEIVED PA'S.

B) PA'S RECEIVED OIM BUT NOT HERE: TRANS WORLD SERVICES; VON SCHRADER COMPANY (OIM ALSO LISTS COMPANY AS ONE TO BE SIGNED UP LOCALLY).

C) OIM AND STC VERBALS: AMERICAN POTATO LOCAL RECONFIRMED 3/19; CLARK EQUIPMENT-OIM; HOBART MFG - LOCAL RECONFIRMED 3/19; JUNOBOLAGEN - LOCAL FOR FIVE COMPANIES; PAUL LEDERHAUSEN - LOCAL TWO PA'S FOR EIGHT COMPANIES; MCGRAW-EDISON-OIM; R.I. FRENCH - LOCAL 90 PERCENT VERBAL ACCORDING TO AGENT OR 3/19; THE TONY TEAM, INC. - LOCAL; WALZAN - TO BE SIGNED UP HERE 3/24.

D) QUESTIONABLE STC VERBALS: AMERICAN LINCOLN'S AGENT REFERS TO AGREEMENT EARLY JANUARY WHEN HE VISITED W.D. CROOKS, V.P. MARKETING OF AMERICAN LINCOLN THAT US COMPANY WOULD PAY AND PROCESS DOCUMENTS. WASH 4099 INDICATES OPPOSITE, PLEASE CLARIFY. OSTINDIA HAS SIGNED PA BUT NOT PAID FOR BUNN-O-MATIC, INTERNAL CHANGES MAKE THIS VERBAL UNCERTAIN. THERNOFROST FOR KASON AND ARDCO - SEE PARAGRAPH 1 THIS CABLE.

9. THE FOLLOWING REMAINING LEADS HAVE BEEN CONTACTED AND ARE CONTINUOUSLY BEING FOLLOWED UP: RIDGE TOOL; UNCLASSIFIED

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AMERICAN DRYER; SOUTH BEND RANGE; EVERPURE; ONEIDA; 3M; HOBART MFG.

10. INCLUDING PA'S AND OIM AND LOCAL VERBALS LISTED IN PAR 8 C THE INDICATION IS 25 PARTICIPANTS FOR SOME 52 EXHIBITORS.

11. SPACE AVAILABILITY UNDER STUDY PENDING RECEIPT

EQUIPMENT DIMENSIONS, ETC. FROM FORMS NOT YET RECEIVED  
FROM ALL PARTICIPANTS THIS ONLY REASON WE CANNOT YET  
PLACE MAXIMUM LIMIT ON PA'S. WOULD HOPE TO ACCEPT MORE  
THAN 25 PA'S BUT STC WILL HOLD ANY NEW PROSPECTS OR  
WAITING LIST TO ENABLE OIM TO TAKE AN ADDITIONAL FEW  
IF YOU ARE UNDER PRESSURE TO LET MORE IN.  
STRAUSZ-HUPE

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## Message Attributes

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**Concepts:** n/a  
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